



Threat Management

Continuous Security | November 2018

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Breadth, novelty, and accuracy of
data combined with analytic skills =
informed and trusted decisions

Credit history data on
nearly **1 billion**
individuals worldwide

We verified over
9 billion
transactions and events
over last
12 months

Lifestyle segmentation
data on over **2.3 billion**
consumers in 24
countries



The Journey

Calm Before the Storm

Day 0

Initial Response

Jump the Curve

Lessons Learned



August 2017 - One Month Before

SecurityFirst - 4 Year Program Underway

Key drivers: Speed to Market and Agility

Maturing Three Line of Defense Framework

Risk Discovery & Mgmt Initiatives in Progress

Culture Shift to DevOps



Saw spikes in traffic being prevented by WAF and IPS

Increased scans of Experian environment

September 7, 2017 – Breach Publicly Announced

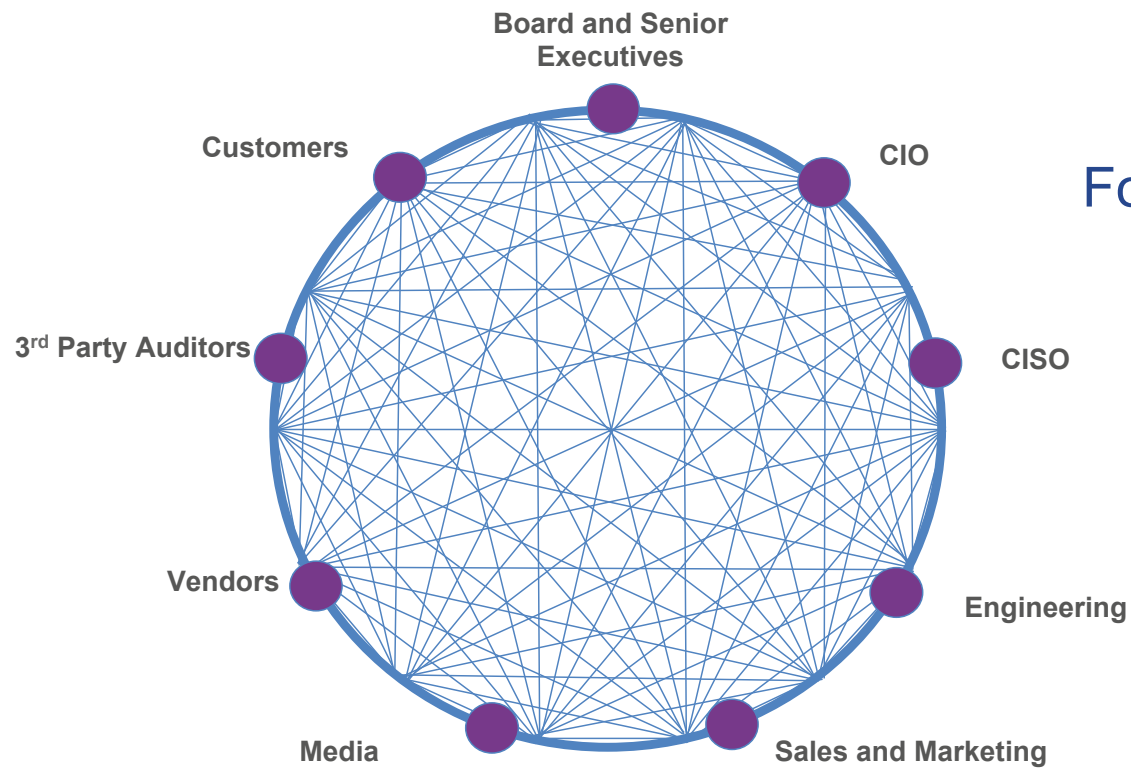


**60 Minutes before publication
Experian CIO is notified**



Crisis Protocol Initiated – All Hands on Deck

One Week Later



Formerly Aggressive Timelines
Now Seem **too Slow**

Jump

To The Next

Curve

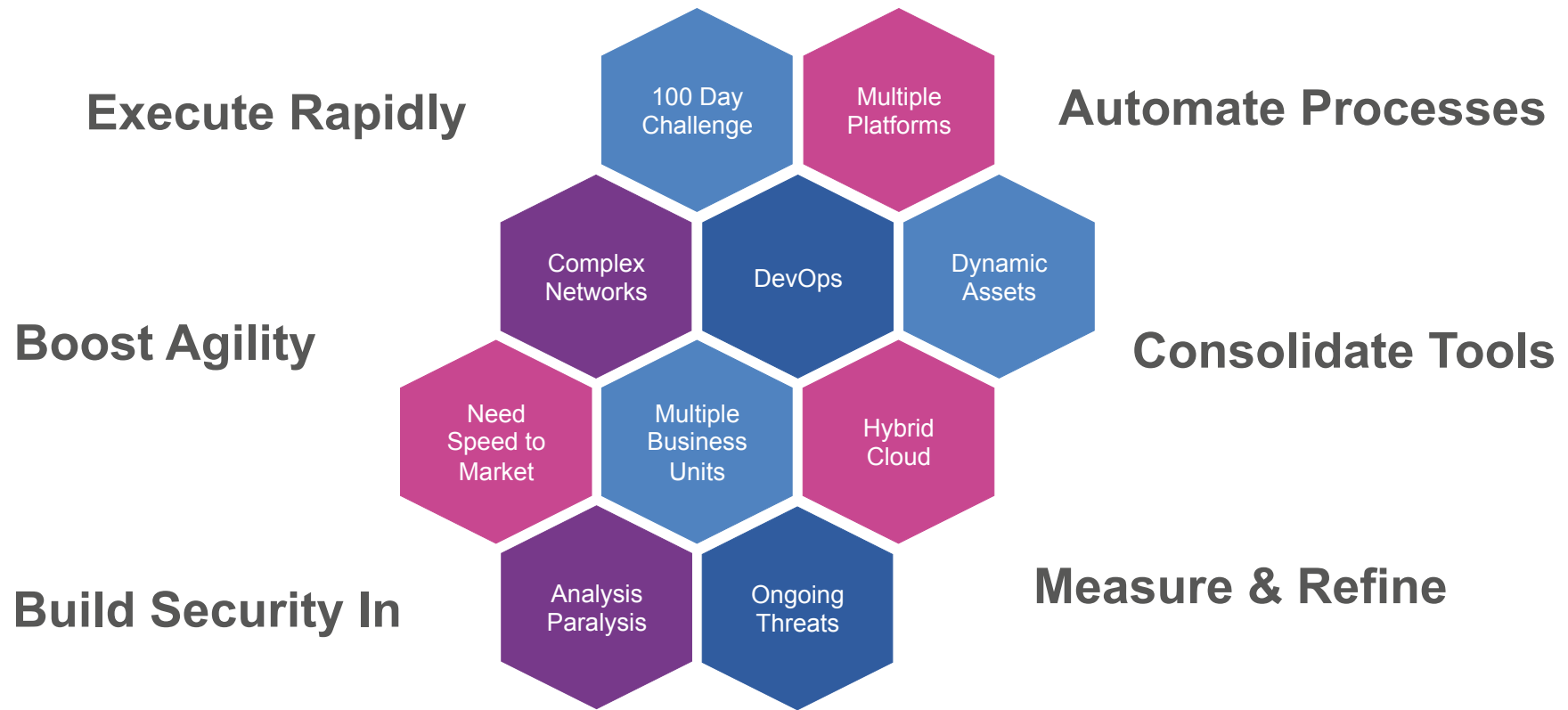
100 Day Challenge



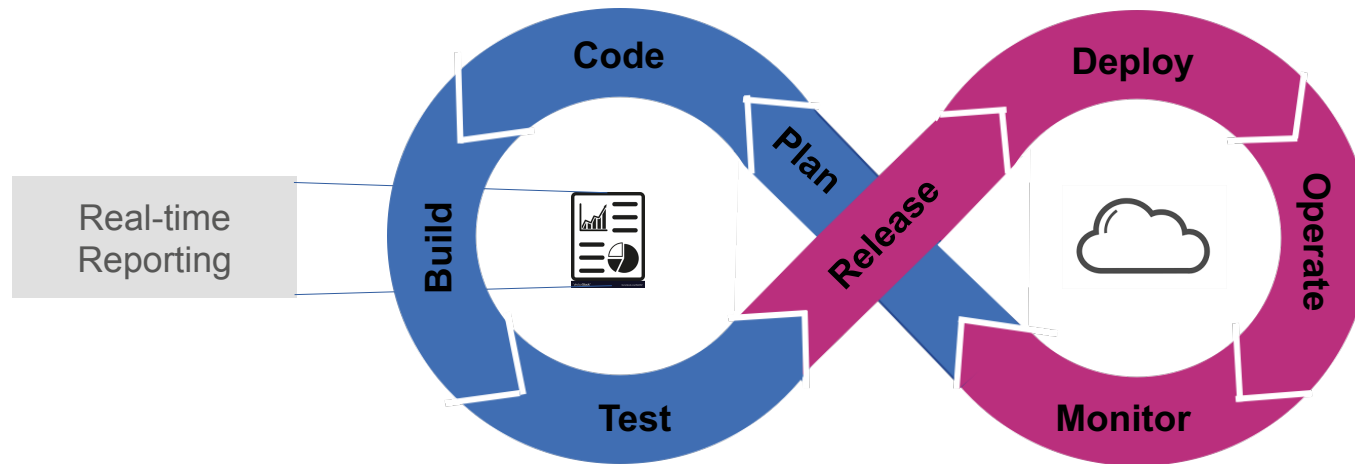
Experian Reality





Experian Goal




Security at the Speed of DevOps





**Qualys Cloud Platform**
Flexible · Scalable · Comprehensive



WAS

PC

VM

IOC

CA

TP

FIM

One Year Later

Security is everyone's responsibility

Three Layers of Defense well defined and understood

Regional Security Risk Management committees strengthened and meeting with greater frequency

C-Suite focus on security

Business sees security as a differentiator



Lessons Learned



Build the Right Partnerships with Vendors



- Build relationships with Peers
- Plan for the breach of a competitor
- Measure yourself against the industry
- Pay attention and trust the signs



Questions?



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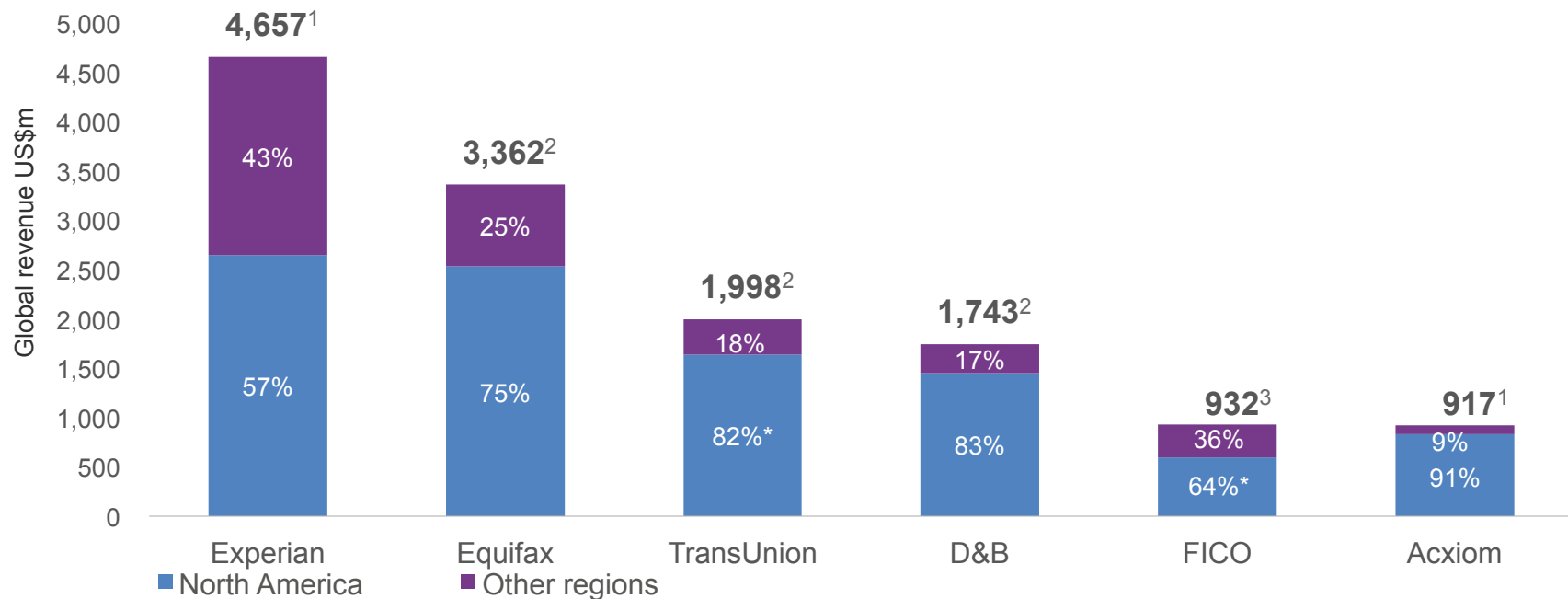
Experian by the numbers



Revenue by client segment	
Financial services	34%
Direct-to-consumer	17%
Healthcare	8%
Retail	5%
Automotive	5%
Software / professional services	5%
Telecoms and utilities	4%
Insurance	4%
Media and technology	3%
Public sector/education	2%
Other	13%

Revenue by region	
North America	57%
Latin America	17%
UK and Ireland	18%
EMEA / ASIA PAC	8%

A market leader against largest competitors with unparalleled global reach and range



1 Year ended 31 March 2018

2 Year ended 31 December 2017

3 Year ended 30 September 2017

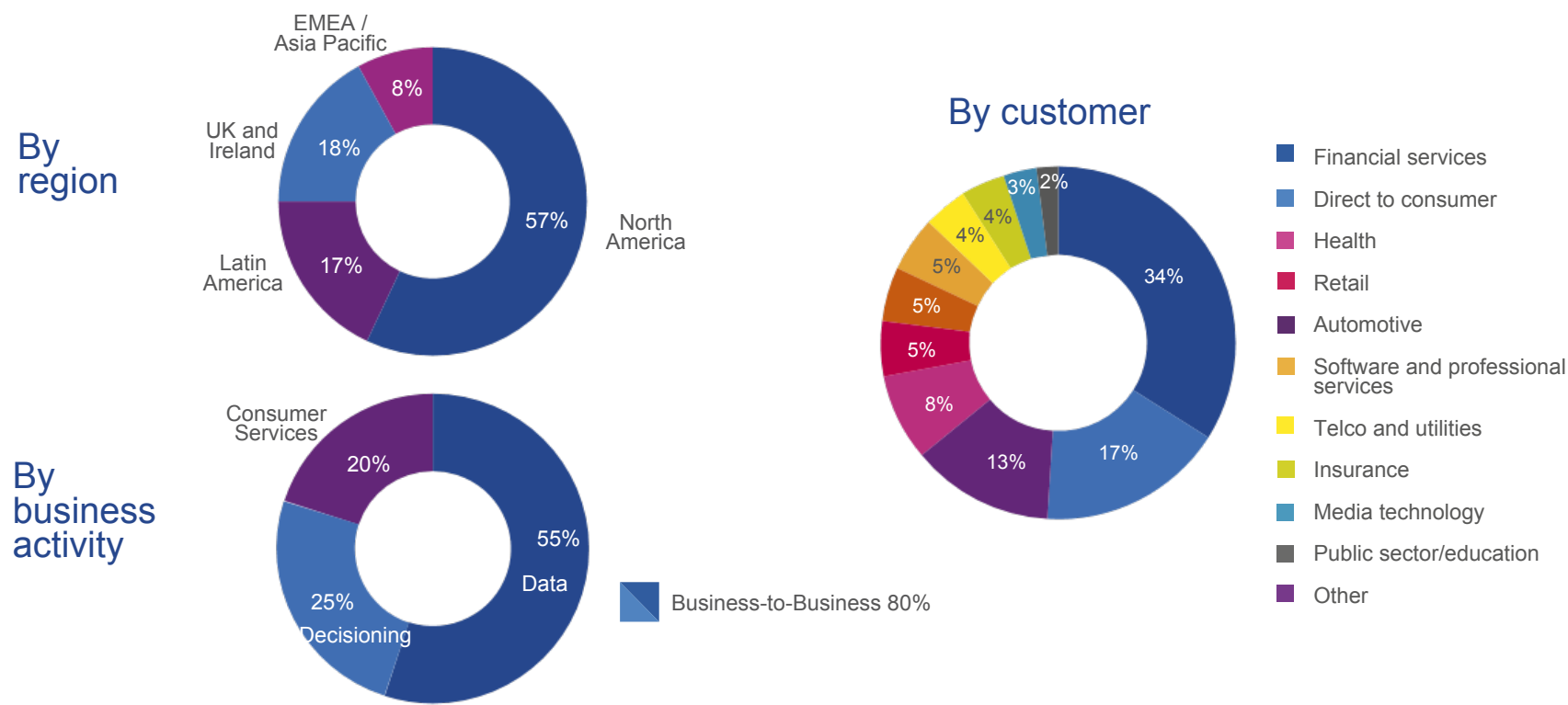
*US only.

Source: Latest full year revenue, company SEC filings

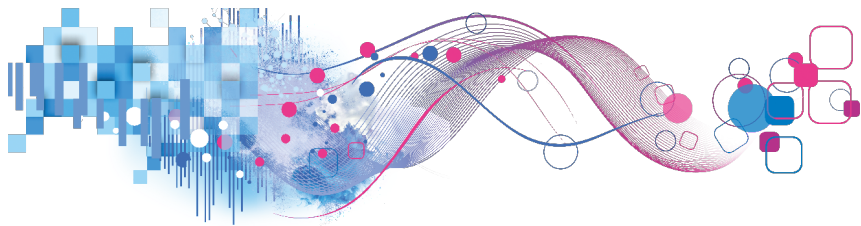
This analysis covers traditional competitors that are publicly listed. It does not include companies where a single division competes against Experian.



Global revenue FY18



Diverse portfolio by region, business activity and customer



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